Saarem Bhatti

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CERTIFICATIONS | SKILLS

<u>Certifications</u>: **Microsoft Certified: Power BI Data Analyst Associate** (View Certificate)

<u>Skills</u>: Advanced Power BI, Advanced Excel, SQL, Salesforce, PowerApps, Data Storytelling, KPI Development, Strategic Insights, Financial Modeling, Cross-Functional Collaboration, Growth Mindset, Stakeholder Management, Project Management

EXPERIENCE

Commercial Reporting and Analytics Manager   *February 2023 – Present*
Thermo Fisher Scientific – Healthcare Market Division

- Spearhead the creation and implementation of analytics initiatives for a $2B division, **managing 13 cross-functional projects** in 2024, and serve as the **data and reporting subject matter expert** throughout the **entire lifecycle**.
- Designed and implemented a **Power BI dashboard** unifying Salesforce, financial, and third-party market data to deliver detailed insights on sales performance, funnel health, lead generation, campaign performance, and sales forecasting. Improved cross-functional collaboration raised **decision-making efficiency by 20%,** and **boosted sales by 15%.**
- Developed advanced **Power BI reports** identifying at-risk customers based on sales trends, enabling proactive retention efforts. **Improved customer retention rates** and supported a more strategic sales approach.
- Partner with Sales, Finance, and Marketing to align on **strategic KPIs**, improving reporting consistency and data accuracy. Enhance communication, leading to faster decision-making and a 10% increase in efficiency.
- **Lead training** for key end users and stakeholders, driving widespread adoption of reporting tools and boosting analytics **utilization by 65%.** Empower teams to leverage data more effectively **with self-service analytics**.
- Streamline **monthly/quarterly business reviews** by creating automated dashboards for real-time tracking. **Cut preparation time by 50%**, allowing senior leaders to focus more on strategic decisions.
- **Automated** data collection and reporting with **SQL and Power BI**, reducing manual reporting time by 40%. Enabled faster, data-driven decisions and enhanced overall operational efficiency.

Finance Manager, Commercial Finance   *July 2021 – February 2023*
Thermo Fisher Scientific – Chemical Analysis Division

- Served as finance partner for commercial function, providing **financial insights to drive revenue growth and improve profitability**. Collaborated closely with sales and marketing teams to align financial strategies with commercial goals.
- Created **financial models in Excel and Power BI** to support **scenario analysis and long-term planning**, resulting in a 20% improvement in forecast accuracy and enabling more strategic resource allocation across the division.
- Partnered with **Sales, Marketing, and Product teams** to align financial goals with commercial objectives. Developed performance metrics and **KPIs** that improved sales pipeline visibility and enabled better resource prioritization.
- Spearheaded the integration of sales, pricing, and operational data into comprehensive reports, resulting in actionable insights that contributed to a 15% increase in gross margins and more effective go-to-market strategies.
- Prepared and delivered **monthly/quarterly reviews** for the **leadership team**, providing data-driven insights and recommendations.

Financial Analyst III   *July 2020 – July 2021*
Thermo Fisher Scientific – Chemical Analysis Division

- Prepared detailed analysis and reports for monthly and quarterly business reviews, providing insights into **financial performance, variances, and trends**. Supported leadership in making informed strategic decisions, resulting in a 10% improvement in forecast accuracy.
- Conducted in-depth financial analysis, including **variance analysis, trend analysis, and forecasting**. Identified key drivers of financial performance and provided actionable recommendations, leading to a 15% increase in operational efficiency and a 12% reduction in costs.

Finance Leadership Development Program   *July 2018 – July 2020*
Thermo Fisher Scientific

- Served 4 rotations in different parts of the company: Division FP&A, Commercial Finance, Pricing and Sales Analytics.
- Developed and maintained interactive Power BI dashboards and comprehensive reports to monitor sales metrics, providing sales leadership with **real-time visibility into sales performance**, which improved overall sales productivity and effectiveness by 25%.
- Built a comprehensive model through **SQL** that **automated Price Harmonization requests** from thousands of customers across the company which reduced the average Price Harmonization request wait time from 8 days to 10 minutes.

EDUCATION

Master of Science in Business Analytics – *Merrimack College – Expected Graduation May 2025*

Bachelor of Business Administration in Finance - *University of Massachusetts Amherst*